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Propane Education & Research Council Announces Winner Of Tank Tales Truck Giveaway

Louisiana cotton farmer received early holiday present;
PERC encourages farmers to continue sending in propane stories

WASHINGTON (January 11, 2010) — It might be difficult to gift wrap, but a Louisiana farmer, Frank Burnside of Newellton, doesn't mind. The Propane Education & Research Council (PERC) gave Burnside the keys to a Roush propane-fueled Ford F-150 pickup as the winner of its Tank Tales Truck Giveaway contest held last year, and gained some valuable market intelligence in the process.

From June through October, agricultural producers from around the country, submitted their Tank Tales about how they use propane in their operations. For sharing their stories, each was sent a pair of propane-branded work gloves and entered into a random drawing for the truck. The farmers enjoyed detailing their experiences, and PERC gained valuable insight into propane use in agriculture.

"Hearing from the field is very important to our organization," said Mark Leitman, PERC's director of agriculture programs. "Tank Tales is a great mechanism to establish a dialogue with farmers and find out how they're using propane and in what capacity. This dialogue is especially useful as we identify new market opportunities and engage in product demonstrations and research projects with propane-fueled equipment."

Propane figures prominently in the 5,000-acre operation of Franklin Plantation, the 100-year-old family farm where Burnside grows corn, soybeans, wheat, and most of all, cotton. Burnside estimates that he uses about 4,000 gallons each year for heating buildings and operating his forklifts. He also has an interest in a cotton gin that uses about 30,000 gallons to dry the cotton and improve the fiber quality before it becomes lint.

"We love propane because it's clean burning," said Burnside. "There is no carbon buildup on our forklift engines, and other than routine maintenance we have no problems. The propane-fueled Roush F-150 was a great holiday present and a perfect complement to our operation. I might even put a fuel pump on my propane tank, so I can refuel the truck on the farm."

Leitman said stories such as Burnside's were entertaining, but the more than 100 submissions received by PERC offered some excellent insight into propane use in agriculture.

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Propane use wasn't limited to a particular region or state. Twenty-five different states were represented in the submissions. Illinois and Minnesota each had 10 submissions, while multiple submissions were also received from Arizona, Florida, Iowa, Massachusetts, New York, North Carolina, Oregon, South Dakota, Texas, Utah, Virginia, and Wisconsin.

The stories collected showed that farmers are using propane in a variety of applications:

- Building heating: 74.5 percent.
- Grain drying: 55.1 percent.
- Water heating: 47.9 percent.
- Off-road engine fuel: 41.8 percent.
- On-road engine fuel: 18.3 percent.
- Other applications: 13.2 percent.
- Weed, insect, and pathogen control: 9.2 percent.
- Frost protection: 6.1 percent.
- Waste incineration: 5.1 percent.

The data showed that propane was used on all kinds of farms:

- Grain: 49.4 percent.
- Poultry: 12.4 percent.
- Livestock: 11.6 percent.
- Dairy: 7.8 percent.
- Greenhouses: 6.6 percent.
- Other: 5.5 percent.
- Orchards and vineyards: 4.5 percent.

Although the contest is over, Leitman encourages farmers to continue to submit their stories at www.agpropane.com. "As part of our commitment to market research, we'd like to hear more Tank Tales, as we see great value in continuing this dialogue," said Leitman.

Propane Education & Research Council

PERC's vision is that the agricultural industry will embrace propane as a preferred energy source that offers cost-effectiveness, efficiency and productivity, reliability, portability, and environmental friendliness. For more information on PERC and its programs to promote the safe and efficient use of propane in agriculture, call 202-452-8975 or visit www.agpropane.com.

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